

## There are many ways to contribute to sustainable change. Sustainable investment is one of them.

Worldwide, we have access to a wealth of data and facts about companies and their business activities. Leveraging this information, we have made it our task to measure the sustainability performance of companies.

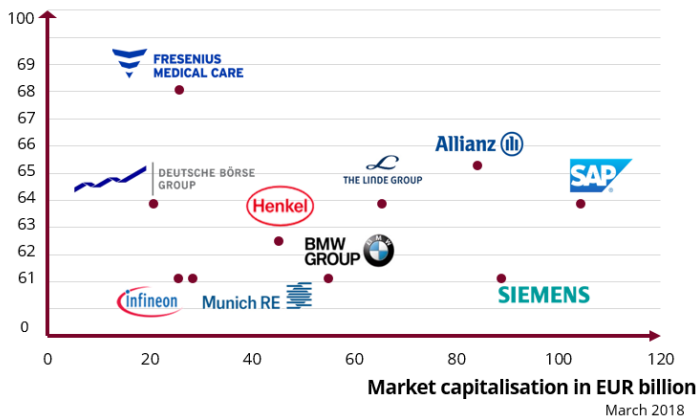
### Who we are

Sustainability Intelligence (SI) is a Berlin-based provider of analysis services founded on the basis of the E<sup>2</sup>SE<sup>®</sup> method for holistic sustainability assessment. The company is independent and funded by private investors. It employs an interdisciplinary team of analysts. With the results of our analyses, we aim to encourage capital flows into holistically sustainable companies.

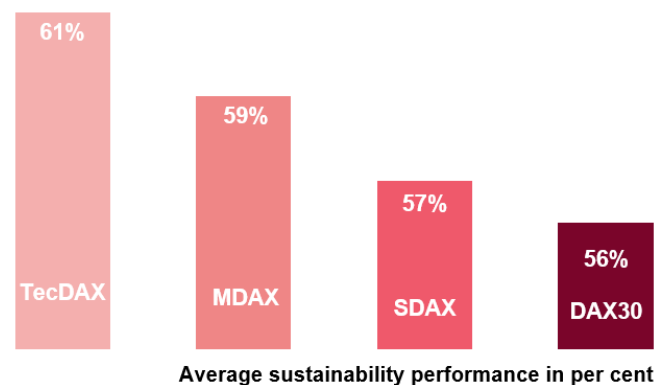
To date, SI has analysed more than 600 European companies and projects. Among others, portfolio and asset managers rely on our analyses to support their investment decision-making. Several investment funds have already been developed on the basis of our ratings.

### DAX top 10

#### Sustainability performance in per cent



### Ranking of the major German indices



### Uniqueness

Based on our holistic understanding of sustainability, which is comprised of eight principles, we have developed an innovative method for assessing sustainability: A company's internal strategy, business approach and processes can only be fully assessed when also considering its impact on the environment and society. Taking both the internal and the external perspective into consideration has a decisive influence on the assessment of the actual sustainability performance of a company.

### How we work

- We take into account the uniqueness of each company and derive the most relevant sustainability topics from the business model.
- Our E<sup>2</sup>SE<sup>®</sup> method allows a 360-degree evaluation of the four dimensions of sustainability – economy, ecology, social aspects and ethics – from both the internal and the external perspective.
- Through dialogue with the analysed companies and ongoing monitoring, we increase the reliability of the results, consider current and relevant issues and deepen our expertise.
- In order to avoid subjectivity, we consistently apply the principle of multiple control, working in a team of two analysts and one senior analyst.
- Our own analysis tool supports an efficient and transparent evaluation process.

### Creating added value for our customers

- Our analysis results provide unprecedented insight into a company's holistic sustainability performance.
- We provide consistently derived results and make our opinion-forming process transparent in the form of an analysis report of several pages.
- Unlike our competitors, we do not rate businesses according to their performance within the industry (best in class), but based on their absolute sustainability performance towards the people and their environment.
- The external perspective sharpens our analyses and makes them more profound than conventional sustainability ratings. A meta-analysis (IVA, Institute for Asset Accumulation) confirms that the external perspective clearly sets us apart from the competition.

## Our methodology

The SI analysis (E<sup>2</sup>SE<sup>®</sup> methodology) allows a 360-degree evaluation of the four aspects of sustainability – **economy, ecology, social aspects and ethics** – from two fundamental perspectives:

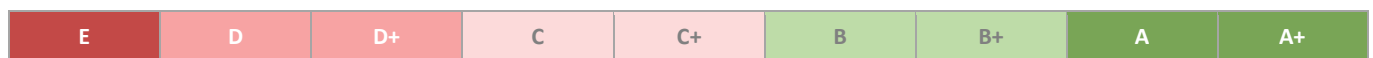
### Internal perspective

To what extent are the business activities sustainable as regards the internal strategy, business approach and processes?

### External perspective

How do business activities and corporate behaviour affect the environment and society/stakeholders?

The combination of the two perspectives with the four aspects results in eight equivalent levels of analysis, which are systematically divided into a variety of sustainability topics. The relevance of these topics varies from company to company. The sustainability topics with high relevance define our **hotspots** and are particularly important for the assessment. The final analysis result is carried out based on a scale of A+ to E.



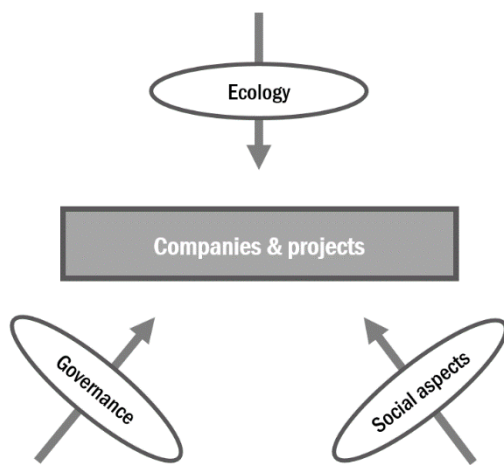
## The reciprocal opportunity and risk analysis of SI (E<sup>2</sup>SE<sup>®</sup> method)

Traditionally, ESG criteria are used to assess a company's sustainability performance. This means that the opportunities and risks, i. e. the environmental (E), social (S), and governance (G) related impacts on a company are analysed. The E<sup>2</sup>SE<sup>®</sup> method goes beyond this assessment approach. In our analysis, we differentiate between the four areas of economics, ecology, social aspects and ethics. In addition, we examine the interplay between an organisation and its external environment. Unlike conventional providers, we do not only consider the opportunities and risks a company faces, but also the ones it poses. This differentiation approach clearly distinguishes us from all our competitors in the market.

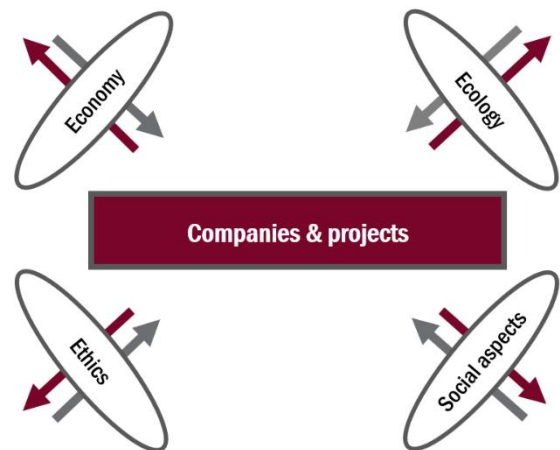
### Conventional sustainability analysis (ESG)

vs.

### SI's sustainability analysis based on the E<sup>2</sup>SE<sup>®</sup> method



Influence of factors on the company



Influence of topics on all facets of the company and all relevant effects of the company's business activities

## SI's understanding of sustainability (8 principles)

<p><b>Sufficiency</b></p> <p><i>Do not live at the expense of others</i></p>	<p><b>Efficiency</b></p> <p><i>Use as few resources as possible</i></p>	<p><b>Resilience</b></p> <p><i>Increase robustness</i></p>	<p><b>Genetics</b></p> <p><i>Share essential information</i></p>
<p><b>Subsistence</b></p> <p><i>Make use of existing resources</i></p>	<p><b>Consistency</b></p> <p><i>Integrate actions into the circular economy</i></p>	<p><b>Obsolescence</b></p> <p><i>Let no achievement or product go to waste</i></p>	<p><b>Effectiveness</b></p> <p><i>Achieve objectives</i></p>